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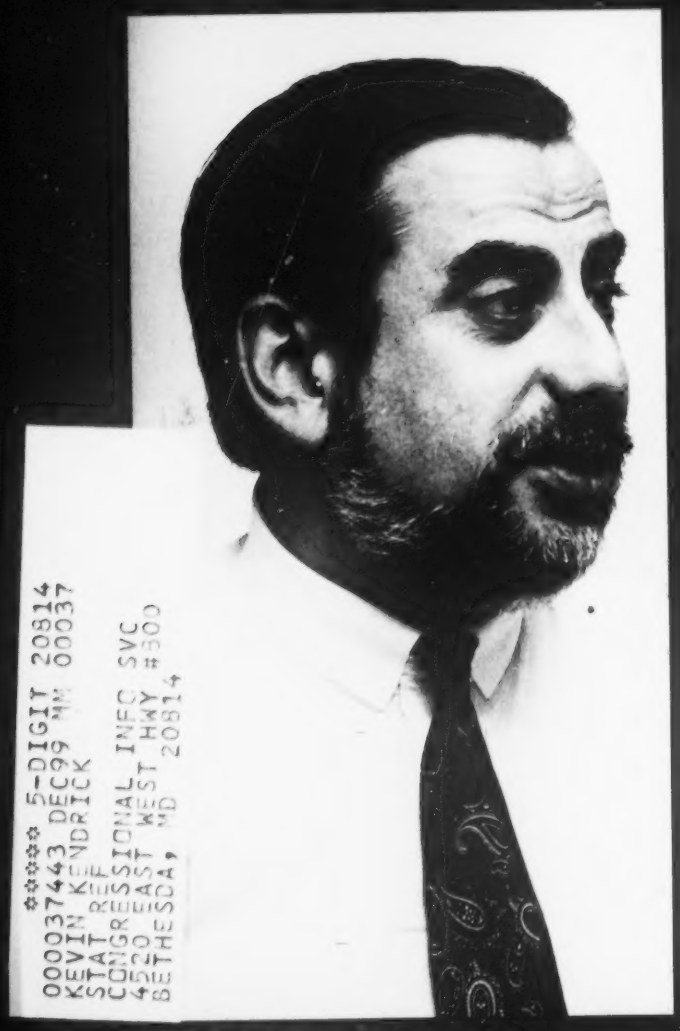
■ DeCA Worldwide Map

# Military Market



***** 5-DIGIT 20814
000037443 DEC99 NM 00037
KEVIN KENDRICK
CONGRESSIONAL INFO SVC
4520 EAST WEST HWY #300
BETHESDA, MD 20814

Alex Douvres, Deputy Director, Navy Exchange Programs, NavSup

Capt. Roger Blood, Director, Navy Exchange Programs, NavSup

# NAVY'S BELTWAY LIAISONS

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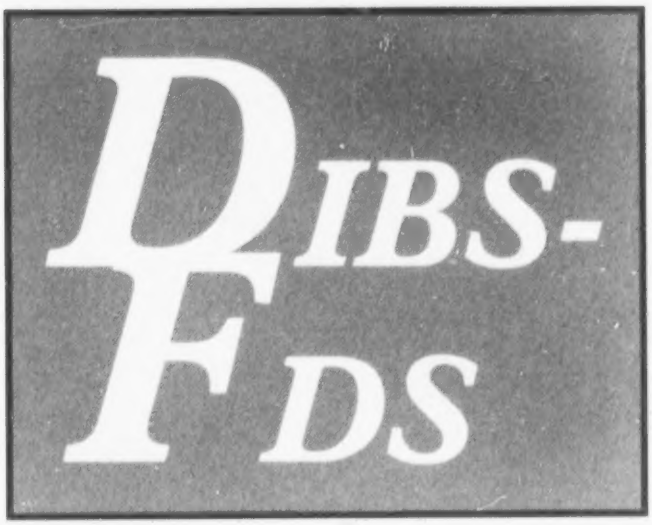


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**News**

☐ DeCA employee testifies that agency erred in Promp Payment procedure. ☐ NEXCOM eyes Jacksonville HQ relocation. ☐ Regional price comparisons will become part of DeCA's monthly routine. ☐ Auburn NexCen closes with less than two weeks notice. ☐ AAFES may require additional retirements. ☐ LMI to review exchange computer proposals. ☐ Discount experiment in store for three AAFES sites. ☐ NEXCOM awaits DoD word on early retirement proposal. ☐ NEXCOM Strategic Initiatives Review. ☐ Written testimony from Senate DeCA bill-paying hearing. ☐ Senate favors retaining Fort Sheridan commissary beyond base's closure. ☐ DeCA names four national buyers. ..... 12

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COVER PHOTOGRAPHS by STEVE ELFERS. DESIGN by CHRISTINA RIVERO

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MAGAZINE

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Phyllis King

**EDITORIAL OFFICES**
6883 Commercial Drive, Springfield, VA 22159-0210; (703) 750-8676 or (800) 424-9335; fax (703) 750-8622
**ADVERTISING SALES OFFICES**
1 Criticorp Center, 153 East 53rd Street, New York, NY 10022; (212) 753-1040
6883 Commercial Drive, Springfield, VA 22159; (703) 750-8910
20 North Wacker Drive, Chicago, IL 60606; (312) 828-9446
2049 Century Park East, Suite 430, Los Angeles, CA 90067; (310) 203-8185
C.P.O. Box 684, Tokyo, Japan; 03-3237-1067; fax 03-3237-1089

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# Military Market Index

| COMMISSARIES | | MAY | | | | YEAR-TO-DATE | | | |
|---|---|---|---|---|---|---|---|---|---|
| | | CY '91[2] | CY '92 | PERCENT CHANGE | AVERAGE SALES | CY '91[2] | CY '92 | PERCENT CHANGE | STORES |
| CENTRAL | CONUS | $76,953 | $77,001 | +0.06 | $1,878 | $366,275 | $369,447 | +0.87 | 41 |
| | OVERSEAS | 375 | 403 | +7.62 | 1,706 | 1,706 | 1,938 | +13.58 | 1 |
| | **TOTAL** | **77,327** | **77,404** | **+0.10** | **367,981** | **367,981** | **371,384** | **+0.92** | **42** |
| MIDWEST | CONUS | 86,847 | 81,460 | -6.20 | 1,940 | 413,370 | 397,313 | -3.88 | 42 |
| | OVERSEAS | 0 | 0 | | | 0 | 0 | | 0 |
| | **TOTAL** | **86,847** | **81,460** | **-6.20** | **1,940** | **413,370** | **397,313** | **-3.88** | **42** |
| NORTHEAST | CONUS | 71,995 | 70,283 | -2.38 | 1,528 | 342,677 | 332,651 | -2.93 | 46 |
| | OVERSEAS | 76 | 85 | +11.49 | 85 | 347 | 388 | +11.67 | 1 |
| | **TOTAL** | **72,071** | **70,368** | **-2.36** | **1,497** | **343,025** | **333,039** | **-2.91** | **47** |
| SOUTHERN | CONUS | 92,344 | 85,918 | -6.96 | 1,790 | 439,352 | 424,434 | -3.44 | 48 |
| | OVERSEAS | 5,429 | 6,317 | +16.35 | 1,263 | 24,721 | 30,638 | +23.93 | 5 |
| | **TOTAL** | **97,773** | **92,235** | **-5.66** | **1,740** | **464,253** | **455,072** | **-1.98** | **53** |
| SOUTHWEST | CONUS | 91,493 | 87,437 | -4.43 | 1,681 | 435,480 | 429,461 | -1.38 | 52 |
| | OVERSEAS | 0 | 0 | | | 0 | 0 | | 0 |
| | **TOTAL** | **91,493** | **87,437** | **-4.43** | **1,681** | **435,480** | **429,461** | **-1.38** | **52** |
| NORTHWEST/ PACIFIC | CONUS | 23,792 | 22,995 | -3.35 | 1,769 | 113,242 | 111,339 | -1.68 | 13 |
| | OVERSEAS | 41,790 | 50,015 | +19.68 | 1,163 | 190,293 | 237,979 | +25.06 | 43 |
| | **TOTAL** | **65,582** | **73,010** | **+11.33** | **1,304** | **303,535** | **349,317** | **+15.08** | **56** |
| EUROPE | CONUS | 0 | 0 | | 0 | 0 | 0 | | 0 |
| | OVERSEAS | 57,591 | 60,636 | +5.29 | 541 | 262,239 | 296,690 | +13.14 | 112 |
| | **TOTAL** | **57,591** | **60,636** | **+5.29** | **541** | **262,239** | **296,690** | **+13.14** | **112** |
| TOTAL COMMISSARIES | CONUS | $443,423 | $425,094 | -4.13 | $1,757 | $2,110,577 | $2,064,645 | -2.18 | 242 |
| | OVERSEAS | $105,261 | $117,456 | +11.59 | $725 | $479,306 | $567,632 | +18.43 | 162 |
| | **TOTAL** | **$548,684** | **$542,550** | **-1.12** | **$1,343** | **$2,589,883** | **$2,632,277** | **+1.64** | **404** |
| *GROCERY STORES* | *U.S. 1* | *$31.462bil.* | *$31.265bil.* | *-0.63* | | *$141.688bil.* | *$145.858bil.* | *+2.94* | |

| EXCHANGES | | MAY | | | YEAR-TO-DATE | | |
|---|---|---|---|---|---|---|---|
| | | CY '91 | CY '92 | PERCENT CHANGE | CY '91 | CY '92 | PERCENT CHANGE |
| AAFES | CONUS | $367,051 | $367,774 | +0.20 | $1,689,500 | $1,685,300 | -0.25 |
| | OVERSEAS | 308,226 | 227,169 | -26.30 | 1,334,250 | 1,144,823 | -14.20 |
| | **TOTAL** | **675,277** | **594,943** | **-11.90** | **3,023,750** | **2,830,123** | **-6.04** |
| MAIL ORDER | CONUS | 1,548 | 1,354 | -12.53 | 8,091 | 6,321 | -21.88 |
| | OVERSEAS | 2,333 | 1,706 | -26.88 | 15,435 | 9,550 | -38.13 |
| | **TOTAL** | **3,881** | **3,060** | **-21.15** | **23,526** | **15,871** | **-32.54** |
| NAVY | CONUS[4] | 118,595 | 114,399 | -3.54 | 544,891 | 547,744 | +0.52 |
| | OVERSEAS[4] | 51,613 | 50,097 | -2.94 | 244,733 | 256,107 | +4.65 |
| | **TOTAL[4]** | **170,208** | **164,496** | **-3.36** | **789,624** | **803,851** | **+1.80** |
| MARINES CORPS | CONUS[4] | 36,661 | 35,621 | -2.84 | 151,095 | 165,933 | +9.82 |
| | OVERSEAS[4] | 4,805 | 5,167 | +7.53 | 23,869 | 24,805 | +3.92 |
| | **TOTAL[4]** | **41,466** | **40,788** | **-1.64** | **174,964** | **190,738** | **+9.02** |
| COAST GUARD | CONUS[4] | 8,375 | 8,391 | +0.19 | 45,006 | 41,916 | -6.87 |
| | OVERSEAS[4] | 516 | 623 | +20.74 | 3,208 | 3,110 | -3.05 |
| | **TOTAL[4]** | **8,891** | **9,014** | **+1.38** | **48,214** | **45,026** | **-6.61** |
| ALL EXCHANGES | CONUS | $532,230 | $527,539 | -0.88 | $2,438,583 | $2,447,214 | +0.35 |
| | OVERSEAS | $367,493 | $284,762 | -22.51 | $1,621,495 | $1,438,395 | -11.29 |
| | **TOTAL** | **$899,723** | **$812,301** | **-9.72** | **$4,060,078** | **$3,885,609** | **-4.30** |
| *DEPARTMENT STORES* | *U.S.[3]* | *$14.126bil.* | *$14.952bil.* | *+5.85%* | *$61.757il.* | *$66.496bil.* | *+7.67%* |

**NOTE:** Distribution of sales by CONUS and overseas is based on definition by respective region, service or system. Individual figures may not add to totals because of rounding. Commissary sales include appropriate surcharges; exchange sales include concession volume. For the Northwest /Pacific region, Alaska and Hawaii are listed in this index as overseas stores. Figures do not include sales tax. Figures in thousands unless otherwise indicated. 1) Source: U.S. Department of Commerce. 2) MM estimate, based on official data. 3) Includes consolidated sales for all services, including Coast Guard. 4) Includes sales of Navy uniforms, exchange mart grocery sales, and concession sales; does not include sales of ship stores.